



# Founder to **CEO**

Business Leadership  
Mastery Programme





# About Us

ABLE (Academy for Business Leadership & Entrepreneurship), the digital coaching and transformation arm of PX Consulting, empowers MSME founders to build resilient, profitable, and scalable businesses through group and one-on-one coaching. Founded in 2018 by Vinod C Pandita, it draws on 30+ years of consulting expertise to help start-ups, growing MSMEs, and family businesses turn operational chaos into organisational clarity.



# Vinod C Pandita

Founder & CEO

*Perception Management Consulting Pvt. Ltd.*

Vinod C Pandita, one of India's top business coaches with 30+ years of experience, helps businesses build strong teams, boost profits, and streamline operations through proven systems.

An international consultant, quality expert, and author, he has coached over 1,000 entrepreneurs one-on-one, delivering simple, practical strategies that work for companies of all sizes — from local retailers to growing manufacturers.





# The Founder to **CEO**

Business Leadership  
Mastery Programme

A FLAGSHIP SIGNATURE PROGRAMME  
**FTC-BLMP**

Designed and Led By-  
**VINOD C PANDITA**



*“Leadership is about creating leaders  
who can succeed without you, not just  
making decisions.*



# ACE Premium Memberships

Our Founder to CEO – BLMP memberships give MSME founders access to a unique blend of courses, coaching, consulting, community, and exclusive conclaves — supported by dedicated online and on-site experts.

01

## Silver

For MSMEs seeking essential / foundation level guidance or diagnostics.

02

## Gold

For growing MSMEs needing tactical and systems-level support.

03

## Diamond

For MSMEs aiming for transformation with mid- to long-term vision.

04

## Platinum

For progressive MSMEs seeking comprehensive leadership and legacy creation.



# **ACE - PREMIUM**

## **ON-LINE CONSULTING & GROUP COACHING SALIENT FEATURES & BENEFITS**

- 1** **WEEKLY LEADERSHIP MASTERMINDS (ONLINE)**
- 2** **12 WEEKLY ON-LINE CONSULTING SESSIONS WITH EXPERTS**
- 3** **FREE DOWNLOADABLE BUSINESS GROWTH TEMPLATES**
- 4** **ACCESS TO ABLE COACHING EMPIRE- WHATSAPP GROUP & TELEGRAM**
- 5** **NETWORKING WITH LIKE MINDED FOUNDERS**
- 6** **QUARTETLY FREE 2-DAYS OFFLINE FTC-BLMP INTENSIVE TO LEARN MORE IN WORKSHOP MODEL**



# Our 3-Phase Growth Framework

## The **STI** Approach

### STRATEGY



- 1) BUSINESS DIAGNOSIS & STRATEGIC AUDIT
- 2) VISION, MISSION, VALUES DESIGN
- 3) BUSINESS MODEL REINVENTION
- 4) STRATEGY PLANNING & DEPLOYMENT
- 5) LEADERSHIP ALIGNMENT & COACHING

### TACTICAL



- 1) ORG STRUCTURE & ROLE CLARITY
- 2) SOPS & PROCESS MAPPING
- 3) MARKETING, SALES & CRM SYSTEM
- 4) FINANCIAL MANAGEMENT & MIS
- 5) TEAM CAPABILITY BUILDING

### IMPLEMENTATION



- 1) DIGITAL TRANSFORMATION ROADMAP
- 2) ISO /MANAGEMENT SYSTEMS /CUSTOMER AUDITS IMPLEMENTATION
- 3) INTERNAL AUDITING & PERFORMANCE REVIEWS
- 4) PROJECT & EXECUTION MANAGEMENT SYSTEM
- 5) CHANGE MANAGEMENT & CULTURE BUILDING



# L1 Silver

## STRATEGIC INTERVENTIONS



- 1) 1-Day Audit + Summary Report
- 2) 1-Session With Founder
- 3) Business Canvas Review
- 4) 1-Year High-Level Roadmap
- 5) 1 Group Session

## TACTICAL INTERVENTIONS



- 1) Org Chart + Hierarchy Structure + Key Roles
- 2) 5-10 Key Processes Mapping & SOPs
- 3) Basic CRM Setup + Training
- 4) Cash Flow Tracker
- 5) 1-Day Team Training Session

## IMPLEMENTATION INTERVENTIONS



- 1) Tech Audit + Quick Wins
- 2) Basic QMS to ISO 9001 Structure / Customer Audit Readiness Checklist
- 3) 1 Internal Audit Cycle
- 4) Project Tracker Templates
- 5) 1 Engagement Session with Core Team



# L2 Gold

## STRATEGIC INTERVENTIONS



- 1) 2-Days Audit + Gap Report
- 2) 1-Day Workshop With Team
- 3) Business Model Workshop
- 4) 3-Year Strategic Plan
- 5) 2 Group Sessions + 1:1 Coaching

## TACTICAL INTERVENTIONS



- 1) Org Chart + JD Templates
- 2) 10-15 Key Processes Mapping & SOPs
- 3) CRM + Marketing Calendar
- 4) MIS Reports + Dashboards
- 5) Monthly Training Calendar

## IMPLEMENTATION INTERVENTIONS



- 1) Roadmap + 2 Tools Automated
- 2) QMS Documentation to ISO 9001 + Industry Specific ISO Awareness
- 3) Quarterly Audit + Action Review
- 4) Project Review Meeting Structure
- 5) Culture Gap Analysis + Activities



# L3 Diamond

## STRATEGIC INTERVENTIONS



- 1) 2-Week Audit + Roadmap
- 2) Cross-Functional Engagement
- 3) BMC + SWOT + Validation
- 4) 5-Year Strategy + KPIs
- 5) 6-Month Leadership Journey

## TACTICAL INTERVENTIONS



- 1) Full HR Structure + JDs
- 2) All 15+ Core Functions SOPs
- 3) Full Pipeline Management + Campaign Plan
- 4) Budgeting + Variance Analysis
- 5) Role-Based Skilling Journey

## IMPLEMENTATION INTERVENTIONS



- 1) ERP + CRM Implementation Support
- 2) Basic & Industry Specific ISO Management System Full Implementation
- 3) Monthly Internal Audits + Reviews + Dashboards
- 4) Project Management Tool Setup + KPI Dashboard
- 5) Change Champions + Culture Rituals



# L4 Platinum

## STRATEGIC INTERVENTIONS



- 1) Holistic Diagnostic + Stakeholder Workshops
- 2) VMV + Culture Charter + Onboarding Kit
- 3) BMC + GTM + Financial Modelling
- 4) Strategy + BSC + Execution Playbook
- 5) 9–12 Month CEO/Leadership Coaching Program

## TACTICAL INTERVENTIONS



- 1) HR Policy Manual + KRAs + Appraisal System
- 2) All SOPs + Training + Audit-Ready Documents
- 3) CRM + BD Strategy + Automation Tools
- 4) Integrated Finance Dashboard + KPIs
- 5) Competency Matrix + L&D Academy

## IMPLEMENTATION INTERVENTIONS



- 1) Full Tech Stack Implementation & SOP Link
- 2) Multi-Standard IMS /Customer Audit With Internal Auditors Training
- 3) Monthly Internal Audit + Analytics + Continuous Improvement
- 4) Digital PMO + Governance Model + Handholding
- 5) Embedded Culture Program + Storytelling



# Membership Fee Structure

Membership	Price	Bonus on Upfront Payment
<b>SILVER</b>	<b>Rs 150,000 + GST (1 MONTH)</b>	<b>BONUS 2 MONTHS + 20% OFF</b>
<b>GOLD</b>	Rs 300,000 + GST (3 MONTHS)	BONUS 1 MONTH
<b>DIAMOND</b>	Rs 600,000 + GST (6 MONTHS)	BONUS 2 MONTHS
<b>PLATINUM</b>	Rs 900,000 + GST (9 MONTHS)	BONUS 3 MONTHS



# Got Questions?



Scan this QR Code to book a  
121 Strategy Call

OR

[Click Here](#)